

Quarterly Report



Activities Report for the Quarter ended
31 December 2024

15 January 2025

SenSen Delivers Third Successive Cash Flow Positive Quarter

Melbourne, Australia – Live Awareness AI solutions provider SenSen Networks Limited (ASX:SNS) (“SenSen” or “the Company”) provides an update on its activities for the quarter ended 31 December 2024 (Q2 FY25).

Highlights

- **Third consecutive quarter of positive cash flow**, with operating cash flow of \$1.3M (PCP \$1.7M)
- **Q2 collections of \$2.9M** (PCP \$3.0M)
- SenSen moved from a Net Debt position of (\$0.5M) in September 2024 to a **Net Cash position of \$0.6M** as at 31 December 2024.
- Delivery of all **key projects** to Calgary, Montreal and Toronto **progressing as planned** for completion in H2 FY25.

Financial update

SenSen delivered a third consecutive cash flow positive quarter in Q2 FY25, with cash receipts of \$2.9M. The company also received its annual R&D grant of \$2.3M during the quarter which was used to pay down the loan from Rocking Horse (\$1.3M) and associated interest (\$0.2M). As a result, the company has moved from a position of net debt of (\$0.5M) to net cash of \$0.6M in the quarter.

Significant revenues tied to Canadian projects, currently under execution, in Calgary, Montreal and Toronto are expected to be received in H2 of FY24.

The underlying operating cost run rate remains stable. There were however some non-recurring items in the quarter including the annual audit fee, listing costs, and carry forward legal fees from the previous financial year.

Positive Cash Flow

SenSen’s positive operating cash flow in Q2 FY25 of \$1.3M (PCP \$1.7M) is the company’s third successive cash flow positive quarter, reflecting the stabilisation of the SenSen business model.

Q2 cash receipts of \$2.9M were comparable to PCP receipts from continuing operations of \$2.9M, after removing the effect of a discontinued business vertical.

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Sydney: 3 Spring Street, Sydney NSW 2000

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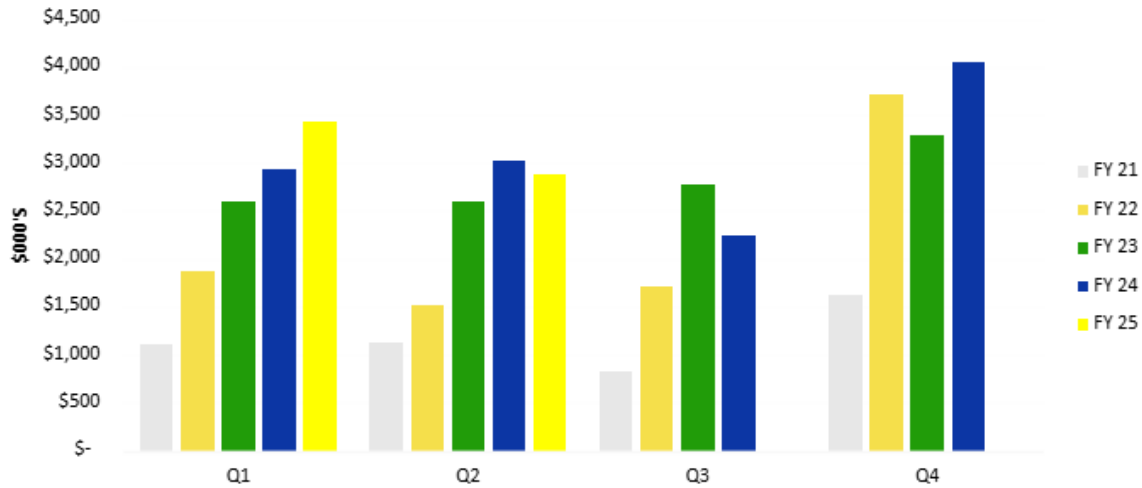


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the Live Awareness platform

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Quarterly Customer Cash Receipts



Net Debt Reduced

The company has successfully paid down debt over the last six months. Positive cash flow continues to improve the company's net debt position, with the company moving to a net cash position of \$0.6M in December 2024. Drawn debt reduced to \$1.1M in the reporting period, with the Rocking Horse R&D loan repaid following receipt of the company's annual R&D grant.

Borrowings (\$000)	Dec 24 Drawn	Sep 24 Drawn	Jun 24 Drawn
CBA	(\$450)	(\$450)	(\$450)
Rocking Horse	-	(\$1,300)	(\$1,300)
Director loans	(\$451)	(\$250)	(\$386)
TP24	(\$195)	(\$87)	(\$136)
Total Borrowings	(\$1,096)	(\$2,087)	(\$2,272)
Cash on hand	\$1,696	\$1,601	\$1,571
Net Cash (Debt)	\$600	(\$486)	(\$701)

Ongoing Working Capital Management

Working capital will continue to be required as the company pursues growth, especially for upfront COGS for large projects. It is anticipated that these requirements can be met by existing finance facilities.

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Business Update

Project delivery in Calgary, Montreal and Toronto are progressing well, with Toronto increasing on their initial orders placed earlier this year.

SenSen also won Tacoma and Port of Seattle, Washington through its growing partner network. The North American market presents an enormous opportunity for SenSen. To address this market in an efficient manner, SenSen continues to focus on enhancing and empowering its partner network, including training and provisioning of demonstration systems for partners to present to prospective customers. Partnerships drive growth for SenSen through access to existing customers of partners, expediting the sales cycle, and also through increased geographic reach of partner sales teams.

In Australia, SenSen added the City of Melville in Western Australia with the provisioning of a fixed camera-based enforcement solution. The fixed camera solution, that can go on any parking regulation pole, is also a cost-effective solution and can accelerate new customers' adoption of SenSen solutions. This is an exciting development as the company moves to scale and capture new customers with reduced sales cycles. While this has been deployed and proven in NSW and Queensland previously, it was an add on to customers' existing mobile enforcement solutions. City of Melville, however, is the first customer to lead its partnership with SenSen, to tackle road safety in WA, with the cost-effective pole insertable fixed camera solution.

SenShield (formerly known as Scancam), SenSen's fuel retail theft prevention solution continues to gain momentum with a pipeline of over 200 sites to be implemented in the coming months as Ampol and Liberty expand their coverage of SenShield locations. Expansion increases the benefits of the solution due to the network effect increasing the volume of data to detect and prevent theft, and ensuring each location adopting the technology is protected from future losses.

This release is approved by the Board of SenSen.

For further information, please contact:

Christian Stevens
Company Secretary
Email: investors@sensen.ai

About SenSen Networks Limited

An innovator in smart urban management solutions, SenSen leads the way in AI technology with the pioneering Live Awareness AI Platform. This revolutionary system analyzes data from cameras and sensors in real-world spaces, seamlessly integrating it with contextually significant digital enterprise data for a safer and more efficient global landscape.

SenSen's solutions are alleviating traffic congestion, enhancing road and personal safety, and elevating urban life in prominent cities like Chicago, Las Vegas, Vancouver, Calgary, Toronto, Montreal, Singapore, Adelaide, and Brisbane. Additionally, the company's AI-driven technology is generating substantial annual savings for major fuel retail brands, including AMPOL, Chevron, Liberty, and BP.

For more information on SenSen's innovative live awareness AI solutions, please visit www.sensen.ai.

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Disclaimer – forward-looking statements

This release may contain forward-looking statements. These statements are based upon management's current expectations, estimates, projections and beliefs regarding future events in respect to SenSen's business and the industry in which it operates. These forward-looking statements are provided as a general guide and should not be relied upon as an indication or guarantee of future performance. The bases for these statements are subjected to risk and uncertainties that might be out of control of SenSen Networks Limited and may cause actual results to differ from the release. SenSen Networks Limited takes no responsibility to make changes to these statements to reflect change of events or circumstances after the release.

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Appendix 4C

Quarterly cash flow report for entities
subject to Listing Rule 4.7B

Name of entity

SENSEN NETWORKS LIMITED

ABN

67 121 257 412

Quarter ended ("current quarter")

December 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,874	6,298
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(795)	(1,567)
(c) advertising and marketing	(49)	(104)
(d) leased assets		
(e) staff costs	(1,586)	(2,976)
(f) administration and corporate costs	(1,167)	(2,019)
1.3 Dividends received (see note 3)		
1.4 Interest received	29	33
1.5 Interest and other costs of finance paid	(222)	(257)
1.6 Income taxes paid	(92)	(98)
1.7 Government grants and tax incentives	2,262	2,262
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	1,253	1,571
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	(47)	(47)
(d) investments		
(e) intellectual property		
(f) other non-current assets		

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(g) entities		
	(h) businesses		
	(i) property, plant and equipment		
	(j) investments		
	(k) intellectual property		
	(l) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities	(47)	(47)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	303	303
3.6	Repayment of borrowings	(1,300)	(1,487)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)	(74)	(150)
3.10	Net cash from / (used in) financing activities	(1,071)	(1,334)
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,601	1,571
4.2	Net cash from / (used in) operating activities (item 1.9 above)	1,253	1,571
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(47)	(47)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(1,071)	(1,334)

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	(40)	(65)
4.6	Cash and cash equivalents at end of period*	1,696	1,696

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	942	834
5.2	Call deposits	754	767
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,696	1,601

6. Payments to related parties of the entity and their associates		Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	-
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

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Quarterly cash flow report for entities subject to Listing Rule 4.7B

7. Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000																												
7.1 Loan facilities	2,375	1,096																												
7.2 Credit standby arrangements																														
7.3 Other (please specify)																														
7.4 Total financing facilities	2,375	1,096																												
7.5 Unused financing facilities available at quarter end		1,279																												
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.																														
<table border="1"> <thead> <tr> <th>Financing Facilities</th> <th>Interest rate</th> <th>Facility</th> <th>Drawn</th> </tr> </thead> <tbody> <tr> <td>CBA Business Loan</td> <td>8.07%</td> <td>\$450,000</td> <td>\$450,000</td> </tr> <tr> <td>CBA Overdraft</td> <td>9.25%</td> <td>\$225,000</td> <td>-</td> </tr> <tr> <td>Subtotal</td> <td></td> <td>\$675,000</td> <td>\$450,000</td> </tr> <tr> <td>Director Loans</td> <td>7.57%</td> <td>\$500,000</td> <td>\$451,332</td> </tr> <tr> <td>TP24 Trade Facility</td> <td>12.16%</td> <td>\$1,200,000</td> <td>\$194,517</td> </tr> <tr> <td>Total</td> <td></td> <td>\$2,375,000</td> <td>\$1,095,849</td> </tr> </tbody> </table>			Financing Facilities	Interest rate	Facility	Drawn	CBA Business Loan	8.07%	\$450,000	\$450,000	CBA Overdraft	9.25%	\$225,000	-	Subtotal		\$675,000	\$450,000	Director Loans	7.57%	\$500,000	\$451,332	TP24 Trade Facility	12.16%	\$1,200,000	\$194,517	Total		\$2,375,000	\$1,095,849
Financing Facilities	Interest rate	Facility	Drawn																											
CBA Business Loan	8.07%	\$450,000	\$450,000																											
CBA Overdraft	9.25%	\$225,000	-																											
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Director Loans	7.57%	\$500,000	\$451,332																											
TP24 Trade Facility	12.16%	\$1,200,000	\$194,517																											
Total		\$2,375,000	\$1,095,849																											
8. Estimated cash available for future operating activities		\$A'000																												
8.1 Net cash from / (used in) operating activities (item 1.9)		1,253																												
8.2 Cash and cash equivalents at quarter end (item 4.6)		1,696																												
8.3 Unused finance facilities available at quarter end (item 7.5)		1,279																												
8.4 Total available funding (item 8.2 + item 8.3)		2,975																												
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)		N/A																												
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>																														
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:																														
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?																														
Answer: N/A																														

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

15 January 2025

Date:

By the Board of SenSen Networks Limited

Authorised by:

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.